



Doing Business With The Navy



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Deputy Assistant Secretary of the Navy
(Acquisition & Logistics Management)**

May 30, 2007



DoN Acquisition Home Page



Department of the NAVY
Research, Development & Acquisition

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Acquisition One Source

This information is made available to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information and support they may need.

Select from one of the following to get more information:

- [Business Opportunities](#)
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*Office of the Assistant Secretary of the Navy (Research, Development and Acquisition)
1000 Navy Pentagon, Washington, DC 20350-1000*

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http://acquisition.navy.mil/acquisition_one_source



Agenda

- Navy Acquisition Environment
- Small Business Trends
- How to Market Your Business
- Points of Contact
- Summary

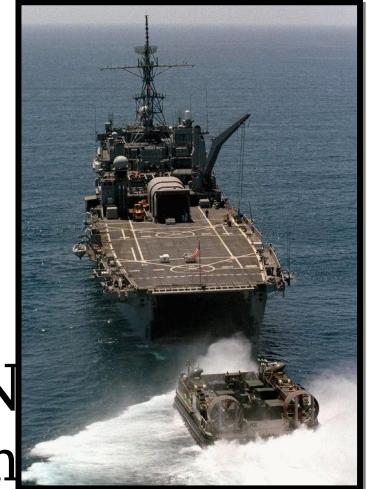


Navy Acquisition Environment Transforming for War on Terror

- Navy platforms are inherently flexible
 - Must buy smarter
 - Build with the future in mind
 - Meet CNO's Objectives



- Navy Expeditionary Combat Command (NECC)
 - Combines 40k Sailors from 9 different commands
 - Navy Coastal Warfare; Riverine; EOD; Logistics Support
 - SEABEE's; Maritime Civil Affairs; Combat Readiness Center
 - Expeditionary Security Force; Expeditionary Training Team



- 11,000 Sailors serving *ashore* in 27 Middle East countries
 - Over 4,000 Sailors in Iraq

More Sailors are serving ashore than afloat in CENTCOM AOR

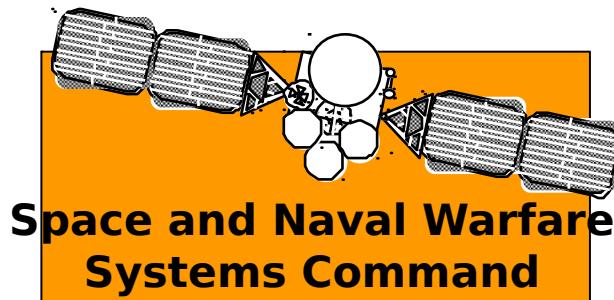


Major Navy Buying Commands



Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093

www.navair.navy.mil

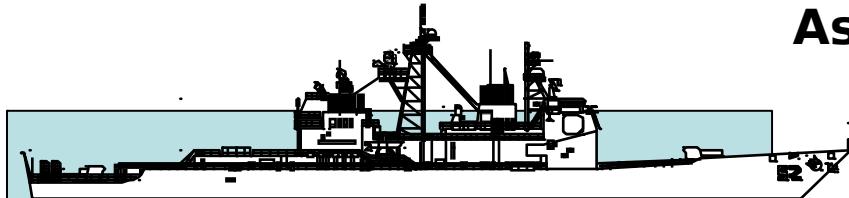


Director of Small Business Program
Phone: (619) 524-7701
Fax: (619) 524-3165

<https://e-commerce.spawar.navy.mil>



Major Navy Buying Commands

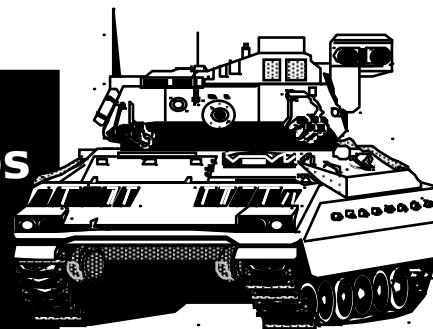


Naval Sea Systems Command

Associate Director of Small Business
Phone: (202) 781-3965
Fax: (202) 781-4772

www.navsea.navy.mil

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**Marine Corps
Systems
Command**

Associate Director of Small Business
Phone: (703) 432-3950
Fax: (703) 432-3535

www.marcorsyscom.usmc.mil



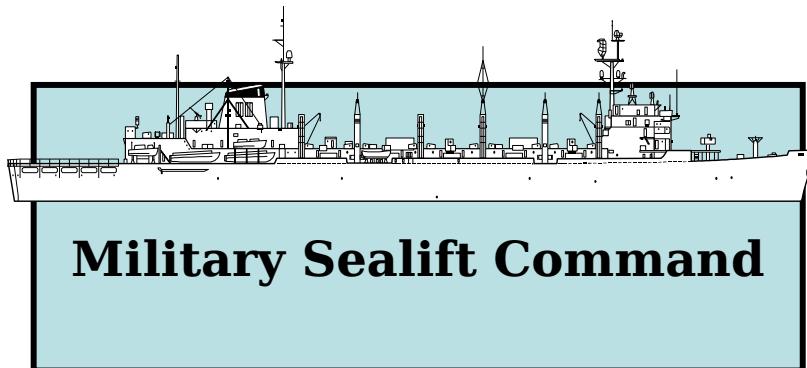
Major Navy Buying Commands



**Naval Facilities
Engineering Command**

Associate Director of Small Business
Phone: (202) 685-9129
Fax: (202) 685-1485

www.navfac.navy.mil



Military Sealift Command

**Associate Director of Small
Business**
Phone: (202) 685-5565
Fax: (202) 685-5515

[www.msc.navy.
mil](http://www.msc.navy.mil)



Major Navy Buying Commands



Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

www.onr.navy.mil



Associate Director of Small Business
Phone: (717) 605-3575
Fax: (717) 605-1102

<https://www.navsup.navy.mil>



Resale Opportunities



Exchanges



www.aafes.com



www.navy-nex.com



<http://www.usmc-mccs.org/buspartners/re>



Defense Commissary Agency (DECA)

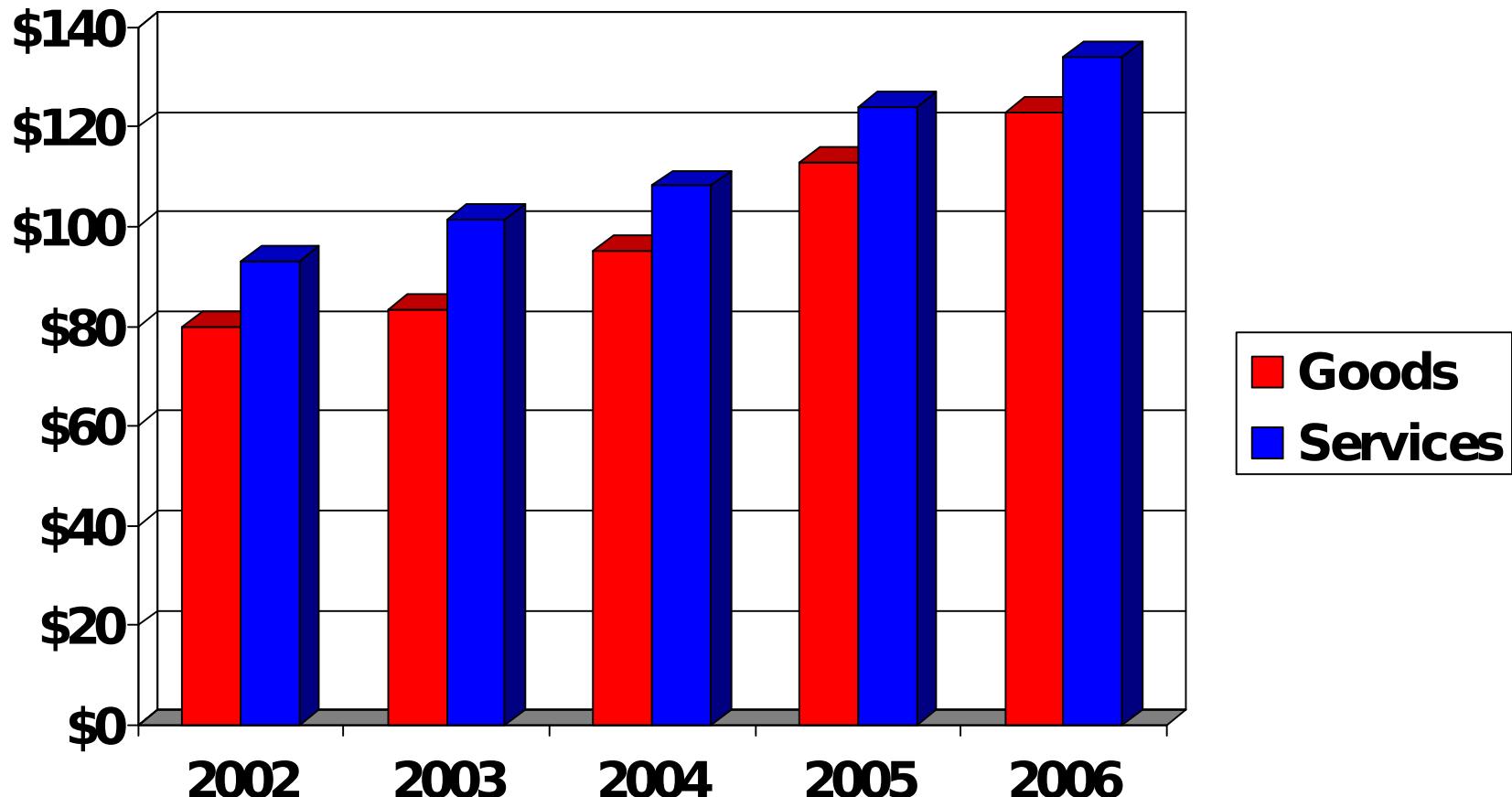


www.commissaries.com/



DoD Expenditures in the U.S. Trend of Goods and Services

\$ Value in Billions





How To Market Your Business

- Register Your Firm And Products
- Get Acquainted With The Procedures
- Learn About the Marketplace
- Find Specific Opportunities
- Make It Easy For Customers
- Learn About
Special Programs
- Seek Assistance





Register Your Firm and Products

- ◆ **Register Your Company**
- ✓ **Obtain Data Universal Numbering Systems (DUNS)**
 - http://www.dnb.com/US/duns_update/index.html
- ✓ **Obtain Commercial and Government Entity (CAGE) Code**
 - <http://www.dlis.dla.mil/cageserv.asp>
- ✓ **Register in the DoD Central Contractor Registration (CCR) System**
 - <http://www.ccr.gov>
- ✓ **Federal Supply Classification Code (FSC)**
 - <http://www.usabid.com/resources/tables/pscs/>
- ✓ **North American Industry Classification System (NAICS)**



Get Acquainted with the Procedures

- ✓ **Federal Acquisition Regulation (FAR)**
 - <http://www.acqnet.gov/FAR/>
- ✓ **Defense Federal Acquisition Regulation Supplement (DFARS)**
 - <http://www.acq.osd.mil/dpap/dars/dfars/index.htm>
- ✓ **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**
 - http://acquisition.navy.mil/policy_and_guidance/nmcars_



Learn About the Marketplace

✓ Buying Commands

✓ Other Navy

- www.hq.navy.mil/sadbu/HCA.htm

✓ Other Services

- www.sellingtoarmy.info

- www.selltoairforce.org

✓ DoD

- <http://>

~~www.acq.osd.mil/odbp/publications/sbs/sbs.htm~~
Report of Products/Services Purchased

- ST28 Report - Sorted by FSC

<http://permanent.access.gpo.gov/lps57820/www.acq.osd.mil/sadbu/doing-business/index>



Find Specific Opportunities

✓ **Navy Electronic Commerce Online**

(NECO)

❑ <https://www.neco.navy.mil>

✓ **Federal/DoD Business Opportunities**

❑ <http://www.fedbizopps.gov.net/main/>



✓ <https://progate.daps.dla.mil/home/>
Subcontracting Resources

❑ <http://>

❑ <http://www.acq.osd.mil/osbp/doing-business/index.html>

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Make It Easy For Your Customers

✓ **Federal Supply Services (FSS)**

❑ [http://www.gsa.gov/Portal/gsa/ep/channelView.do?
pageTypeId=8199&channelId=-13263](http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeId=8199&channelId=-13263)

✓ **Government Charge Card Program**

❑ [http://www.gsa.gov/Portal/gsa/ep/channelView.d
o?pageTypeId=8211&channelPage=%2Fep
%2Fchannel
%2FgsaOverview.jsp&channelId=-12984](http://www.gsa.gov/Portal/gsa/ep/channelView.d
o?pageTypeId=8211&channelPage=%2Fep
%2Fchannel
%2FgsaOverview.jsp&channelId=-12984)

>Using GSA > GSA SmartPay



Small Business Emphasis Programs

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HubZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**

<http://app.vetbiz.gov/>

<http://www.sba.gov/vets/procurement/procurement-pref.pdf>



Business Partner Network



The screenshot shows the homepage of the Business Partner Network (BPN). At the top, there is a banner featuring a collage of images of people in professional settings, the BPN logo, and the website address www.bpn.gov. Below the banner, a green circular navigation menu lists several links: "Go Directly To: Central Contractor Registration (CCR)", "Federal Agency Registration", "Online Representations and Certifications Application (ORCA)" (with sub-links for "Vendor" and "Public"), "Past Performance Information Retrieval System (PPIRS)", "Excluded Parties Listing System", and "EEO Pre-Award Clearance". To the right of this menu, text explains that the BPN is the single source for vendor data for the Federal Government and that the BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies. Further down, a section titled "The Small Business Administration seeks your comments." contains a link to <http://www.sba.gov/size/part121sects.html>. This section also includes a link to <http://www.sba.gov/size/part121sects.html> and a link to <http://www.sba.gov/size/part121sects.html>. At the bottom of the page, there are links to "CCR", "FedBizOpps", "SBA", and "PPIRS PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM".



Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
14	15	16	17	18	19
21	22	23	24	25	26
28	29	30	31		

FedReg

BINCS



<http://www.bpn.gov>



Available Help - SBA



Offices Providing Assistance To Small Businesses For Defense Procurement

**Office of Small Business
Programs of the Department
of the Navy
Washington Navy Yard,
Building 36
720 Kennon St., SE
Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865**

**Small Business Administration
Kansas City District Office
1000 Walnut, Suite 500
Kansas City, MO 64106
(816) 426-4900**

**St Louis District Office
200 North Broadway, Suite 1500
St Louis, MO 63102
(314) 539-6600**



Area DoD Small Business Representatives

Marine Corps

Marine Corps Regional Contracting Office: 816-843-3710
Marine Corps Mobilization Command Fax: 816-843-3730
15430 Andrews Road
Kansas City, MO 64147-1208

Army

Fort Leonard Wood **Phone: 573-596-0264**
561 Iowa Avenue **Fax: 573-596-0267**
Fort Leonard Wood, MO 65473-0140

Air Force

Air Combat Command **Phone: 660-687-3641**
509 CONS/CCV - Air Combat Command
727 Second Street, Suite 124A
Whiteman AFB, MO 65305-5344



Share Your Thoughts

Office of Small Business Programs of the Department of the Navy

**Washington Navy Yard, Building 36
720 Kennon St., SE**

**Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865**

<http://www.donhq.navy.mil/osbp/>



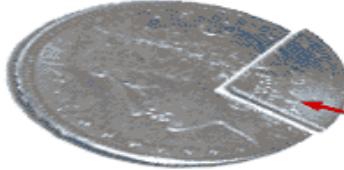
Area Procurement Technical Assistance Centers



Selling to the Government.net

Association of Government
Marketing Assistance Specialists

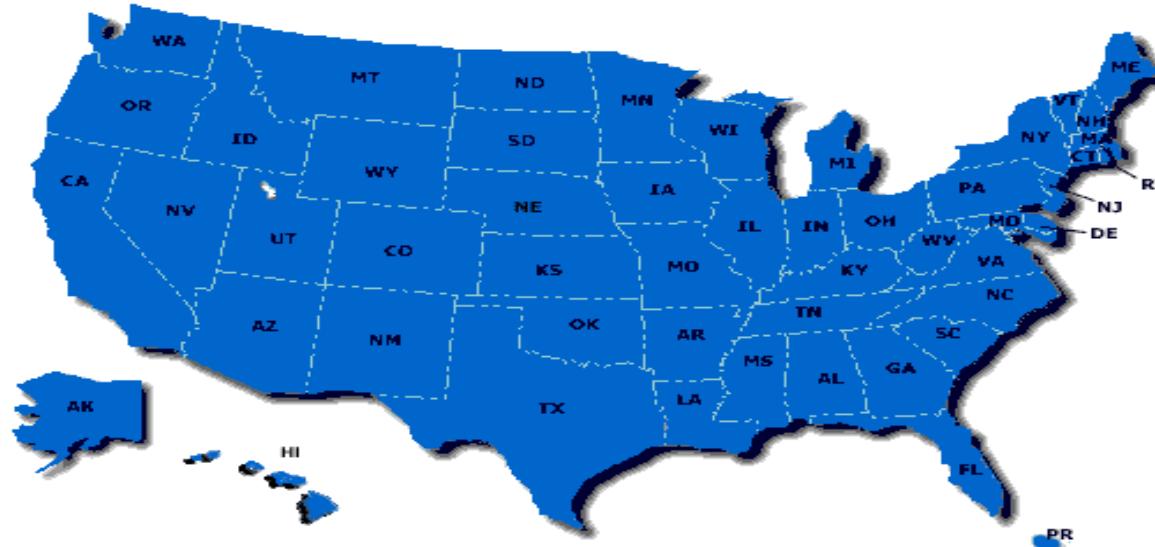
More than **\$216 billion** was paid for
federal government contracts in 1999



24% was paid to small businesses

Learn how to get your share!

**Click on the map below to select the Procurement Assistance Center
nearest you:**



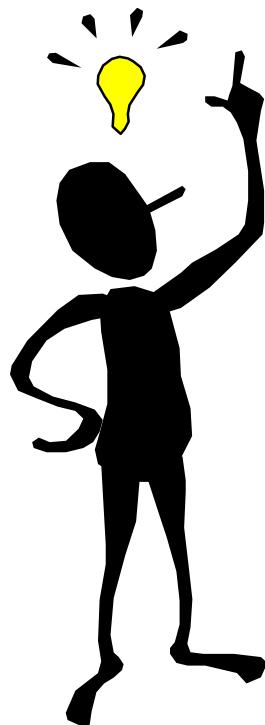
[AK](#) [AL](#) [AR](#) [AZ](#) [CA](#) [CO](#) [CT](#) [FL](#) [DE](#) [GA](#) [ID](#) [IL](#) [IN](#) [IA](#) [KS](#) [KY](#) [LA](#) [MA](#) [ME](#) [MD](#) [MI](#) [MN](#) [MS](#) [MO](#) [MT](#)
[NE](#) [NV](#) [NH](#) [NJ](#) [NM](#) [NY](#) [NC](#) [ND](#) [OH](#) [OK](#) [OR](#) [PA](#) [PR](#) [RI](#) [SC](#) [TN](#) [TX](#) [UT](#) [VT](#) [VA](#) [WA](#) [WV](#) [WI](#) [WY](#)

www.sellingtothegovernment.net



Doing Business With The Navy

Web Sites to Remember...



www.acquisition.navy.mil

(site for this presentation)

www.acq.osd.mil/osbp

www.donhq.navy.mil/osb

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizzopps.gov



Doing Business With The Navy



Thank You